

TEAM AND CULTURE

- Highly experienced people from diverse backgrounds; empowered to act
- Entrepreneurial spirit driven by performance and customer focus
- Integrated team demonstrates the best of Character and Capability
- Flat, efficient and responsive structure

SPECIALIZED CLAIMS EXPERTISE

- Collaborative, consultative philosophy
- Adaptable to varied program structures
- Broad experience with complex, high value case resolution
- Streamlined Claims reporting

INDUSTRY FOCUS

- Manufacturers
- Importers and Exporters
- Distributors
- Retailers
- Wholesalers and Project cargo risks

partner.

**IN LOCKSTEP WITH YOU,
LONG TERM.**

PRODUCTS AND COVERAGE

- Marine Cargo
- Project Cargo and Delay in Start up
- Marine Liability

RISK MANAGEMENT

- Organized and established to help customers manage their cargo transportation and handling risks, regardless of complexity or geographical location.

OUR FINANCIAL STRENGTH AND WHAT IT MEANS FOR YOU

You can count on us to:

- Take on large complex risks, long term
- Be flexible in tailoring your coverage
- Be there when you need us, paying covered claims

We are part of Berkshire Hathaway's National Indemnity group of insurance companies, consisting of National Indemnity and its affiliates, which hold financial strength ratings of A++ from AM Best and AA+ from Standard & Poor's.

COVERAGE DESIGNED FOR YOU

- Ability to write projects with long policy periods
- Broad appetite, flexible underwriting approach, customized wordings

BHSI E-CERTIFICATE PROGRAM

- User-friendly web-based tool
- Increases operational efficiency
- Greater Accuracy
- Lower Operational costs
- High Security
- 7 days/24 hours service

MARINE CARGO

Minimum Premium: Varies by different products

Preferred Classes

General Cargo Goods/
Containerised Cargoes
Manufactured Goods
Consumer Goods
Equipment and Parts

Potential Classes

Bulk Commodities
Heavy Machinery/
Equipment
Consumer Electronics

Limited Classes

Used Goods
Automobiles
Highly Sensitive
Equipment
Heavy Lift Shipments
Ocean Tows

Undesirable Classes

Steel and Scrap metal
Shipments
Minerals and Ores
Specie Shipments
Rejection Coverage

PROJECT CARGO AND DELAY IN STARTUP

Minimum Premium: Varies by different products

Preferred Classes

Power Generation
Petrochemical, Oil
and Gas Plants
Sustainable Energy Project
Heavy Industry Plants

Potential Classes

Transportation Projects –
Road, Rail

Limited Classes

Offshore Installation
Marine Jetty
and Terminal

Undesirable Classes

Projects in High Risk
Countries
Projects requiring
ALOP/DSU without
proper loss control
or engineering

MARINE LIABILITY

Minimum Premium: Varies by different products

Preferred Classes

Port & Terminal Liability
(Container, Breakbulk
and Bulk)
Multi Model Transport
Liability
Freight Forwarder
Liability
Ship Repairer Liability

Potential Classes

Pure Liquid Terminals
Freight Services Liability
with Enhanced Liability
in Contracts

Limited Classes

Port & Terminal Liability
with Equipment exposures
Charterer Liability
Pure Road Haulage Liability
Pure Warehouse Liability

Undesirable Classes

Huge Equipment
Exposures
P&I Liability
Marina Operations
Standalone Pollution
Liability

BHSI

Berkshire Hathaway Specialty Insurance Company (incorporated in Nebraska, USA) ABN 84 600 643 034, AFS License No. 466713 (www.bhspecialty.com) provides commercial property, casualty, healthcare professional liability, executive and professional lines, transactional liability, surety, marine, travel, programs, accident & health, medical stop loss, homeowners, and multinational insurance. The actual and final terms of coverage for all product lines may vary. Berkshire Hathaway Specialty Insurance Company holds financial strength ratings of A++ from AM Best and AA+ from Standard & Poor's. Based in Boston, Berkshire Hathaway Specialty Insurance has offices in Atlanta, Boston, Chicago, Columbia, Dallas, Houston, Indianapolis, Irvine, Los Angeles, New York, Plymouth Meeting, San Francisco, San Ramon, Seattle, Stevens Point, Adelaide, Auckland, Barcelona, Brisbane, Brussels, Cologne, Dubai (Regulated by the Dubai Financial Services Authority), Dublin, Frankfurt, Hong Kong, Kuala Lumpur (Licensed by Labuan FSA as a General Reinsurer: IS2016165), London, Lyon, Macau, Madrid, Manchester, Melbourne, Milan, Munich, Paris, Perth, Singapore, Stockholm, Sydney, Toronto, and Zurich.

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